c: 1985

1985 (WESC 2.0 project) ((Q + WER accts only; no SC accts) or SK
some merging of expenses?)

Δ fr CQ → WER?
still at Gate 5?

		Year-to-date 1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
	Revenue				
	Subscriptions	114351 – ✓	185561 –	244232 –	354006 –
	Back Issues	913 – ✓	2371 –	3288 –	3855 –
	Mailing List	17739 – ✓	27319 –	37507 –	47971 –
	Direct Dist.	15953 – ✓	31306 –	46469 –	57520 –
⊛	Dell ⊛	27484 – ✓	41705 –	56140 –	74973 –
*	Royalty Income – NWEC	25341 – ✓	25341 – ✓	25341 – ✓	25341 – ✓
	– WESC	-0- ✓	-0- ✓	30000 – ✓	30000 – ✓
	– Best of CQ	5000 – ✓	5000 – ✓	10000 – ✓	10000 – ✓
	Chronicle	8560 – ✓	16800 –	25240 –	31455 –
	Unclassifieds	-0- ✓	-0-	2704 –	4209 –
	Royalties Misc	307 – ✓	710 –	1338 –	1714 –
	Contributions	560 – ✓	1362 –	9306 –	15798 –
	Interest	2961 – ✓	4164 –	4798 –	5579 –
*	Misc (check G/L info)	2512 – ✓	2689 –	2834 –	5804 –
	Direct Expenses				
	Circ Pay	9993 – ✓	22080 –	25767 –	33247 –
	Sub Fulfill	25438 –	39000 –	52524 –	64794 –
	Circ Promo	5458 –	8176 –	9663 –	17445 –
	Dir. Dist	1748 –	2743 –	3649 –	5609 –
	Dell	11018 –	17167 –	20137 –	23036 –
*	Printing Mag (break out into paper)	61096 –	92338 –	123297 –	155010 –
*	Mailing list	1938 –	2991 –	4025 –	4632 –
	Edit Pay	24535 –	51744 –	54521 –	65046 –
	Writers/contribs	13347 –	23127 –	28621 –	37158 –
	News svcs (Elec)	1408 –	2793 –	3390 –	3888 –
	Rsrch Pay	17623 –	30828 –	31698 –	32703 –
	Rsrch Material	524 –	810 –	885 –	1304 –
	Prodn Pay	17648 –	42588 –	53600 –	65263 –
	Prodn Sys	1856 –	6294 –	7953 –	10932 –
	Pre-Press				
	WESC Fulfill	4655 –	5149 –	5149 –	5290 –
	Prtng WESC's	16433 –	16874 –	16874 –	22322 –
	CQ Book Exp	1880 –	2080 –	2092 –	2092 –
	Chronicle Exp	4150 –	11403 –	16293 –	20553 –
⊛	WESC Sales	17090 – ✓	19418 –	23071 –	34375 –
	Prodn Income WESC ~~not on 415 (SCs)~~		30000 – ✓	30000 – ✓	30000 – ✓
	Casualty recovery (add to misc)		~~2309~~ –	~~2309~~ –	2309 – moved to m
	Royalty Income – OWEC				51000 –

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	Indirect Expenses	1st	2nd	3rd	4th
	Office Pay	15564 -	25502 -	27548 -	35232 -
	Insurance	407 -	1889 =	6551 -	9266 -
	FICA Taxes (incls Proj Salaries)	7482 -	17621 -	20354 -	21555 -
	Other Taxes	8 -	2725 -	4072 -	4160 -
	Off + Comp Spls	3465 -	4291 -	4791 -	5758 -
	Equip Rent + Maint	1078 -	4938 -	5184 -	5996 -
	Telephone	6704 -	11501 -	14267 -	15907 -
	Postage	2325 -	5083 -	6719 -	8247 -
	Travel + Ent	(1073 -)	(764)	(753)	(753)
	Rent/Maint	21857 -	38252 -	48639 -	53414 -
	Utilities	1070 -	2343 -	3738 -	4435 -
	Legal + Profsl	125 -	1155 -	1155 -	1175 -
	Int + Penalties	1315 -	2532 -	3701 -	4686 -
	Bank Svc Fee	1692 -	2411 -	3111 -	4145 -
	Misc Exp	52 -	52 -	52 -	52 -
	Employee Benefits?	2742 -	5459 -	6707 -	7540 -
⊛	Reimb. NCM ? - not on SC3 report	(26950 -)	(53656 -)	(63343)	(64478)
	Random House Int.	4702 -	4702 -	4702 -	4702 -
	Random House Dist. Fee	7538 -	7538 -	7538 -	7538 -

	Projects	Pub Date
1984	WESC 1.0	Oct 84
1985	WESC 2.0 for 1986	Oct 85
	CD Book	86
1986	EWEC	Oct 86

History & Mag
- location
- Projects
- [illegible]
- [illegible] Benefits?
- [illegible] ? 1985?
- "Off" Mag - 1985?